J-4-G

February 10, 1993

To our Navy, U.S. Coast Guard, Marine Corp Exchanges, Military Clubs, Veterans Canteen and Institutional Customers:

- Announcing -

CAMEL Special Lights

Three styles of CAMEL Special Lights, a premium quality cigarette, will be introduced into your area February 22, 1993. CAMEL Special Lights, available in Kings Box, 100's Box and Kings Soft Pack, combines a special mild blend with a white filter for a taste that is smoother.

CAMEL Special Lights will be invoiced at a unit price of $12.76 per carton KS and $13.05 per carton 100s ($63.80 per thousand KS and $65.25 per thousand 100s). All three styles will be shipped in 6M cases and subject to terms of 1.25% if payment is received in 14 days from invoice date.

In addition, special introductory terms will be offered as outlined further in this letter.

Product Information
(6M Case)

Configuration	UPC	Dimensions And Weights Length (In.)	Width (In.)	Height (In.)	Cube (Ft. 3)	Weight
Kings Box						
Pack	12300-66699	2.2047	0.9055	3.4055	0.004	0.933 oz.
Carton	12300-66613	11.1250	1.8750	3.4375	0.041	10.13 oz.
Case (6M)	12300-66606	17.6250	11.6250	11.6250	1.371	19.8 lbs.
100's Box						
Pack	12300-66799	2.2188	0.9375	3.9688	0.005	1.067 oz.
Carton	12300-66713	11.1250	1.8750	4.0625	0.049	11.47 oz.
Case (6M)	12300-66706	20.6250	11.6875	11.6875	1.630	22.0 lbs.
Kings Pack						
Pack	12300-66599	2.0625	0.8438	3.3750	0.0034	0.787 oz.
Carton	12300-66513	10.6250	1.7813	3.4375	0.038	8.67 oz.
Case (6M)	12300-66506	17.6250	11.0625	11.1250	1.255	16.0 lbs.

To best provide fair and impartial availability during the introductory period, allocations have been established for all customers. You will be notified of your allocation by our representative who regularly serves you.

An introductory promotional payment of $24.00 per 6M case will be paid on all CAMEL Special Lights allocated to you and shipped on or before May 21, 1993. This introductory promotional payment will be paid to you by credit memo at the end of the promotion period.

You can depend on RJR for brands that sell. Thank you for your cooperation.

R. J. Reynolds Tobacco Company

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Source: https://www.industrydocuments.ucsf.edu/docs/npvp0000